

State Trade and Export Promotion (STEP) Program

2012-2013

S.C. offers a program funded in part through the U.S. Small Business Administration to assist small and disadvantaged businesses enter new markets and/or increase their exporting activities.

Is your company eligible?

- Comply with SBA's small business size standards-fewer than 500 employees.
- Operate as a business for not less than the one-year period ending on the date on which assistance is provided under a STEP grant
- Operate profitably, based on operations in the U.S.
- Headquartered in S.C. and currently have a export and market ready product.
- Demonstrate an understanding of the costs associated with exporting and doing business with foreign purchasers including the costs of freight forwarding, customs brokers, packing and shipping
- Have in effect a strategic plan for exporting
- Certify eligibility for federal grants by signing a Debarment Certification



What will you get?

- U.S. Commercial Service products such as matched appointments with agents, distributors or buyers. International Company Profile and advertisement in Commercial News USA
- Trade show or trade mission participation fee
- International travel costs for approved business activities such as trade shows, trade missions and gold key appointments.
- Training for export seminars or workshops
- Creation or translation of marketing materials for an international activity
- Updates to websites to attract international buyers/distributors
- Customized market research to identify markets

All funds must be approved in advance and are distributed as reimbursements to the company.

What's the application process?

Applications will be reviewed and approved by an evaluation committee to determine the export potential of the candidate. Approved companies will be notified of the next steps and must agree to share their export results with the S.C. Department of Commerce and the U.S. Commercial Service. Companies that do not qualify will be notified with a rationale for the decision.

Applications can be found at: <http://sccommerce.com/sc-business-network/export-services>



This program is funded in part through a grant award with the U.S. Small Business Administration.

**Please note partners and affiliated partners may not apply for state funds.*

For additional information or questions, please contact Anita Patel:

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